



Atlas Express

FROM ATLAS PRODUCTS INTERNATIONAL



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www.atlasproducts.com www.atlasproducts.ie

Welcome

Welcome to our monthly e-newsletter designed to keep you up to date with news about our company and our products and services. We hope you find this information of interest. If you would like to find out more, please contact:

In the UK, Mark Williams on 08700 501007
mark.williams@atlasproducts.com
In Ireland, Greg Magrane on 00 353 1 511 1264
greg.magrane@atlasproducts.ie

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Irish endorse Atlas Products Ireland as its recommended EDI supplier

Jim Copeland, the Chief Executive of the Irish Hardware and Building Materials Association (IHBMA), believes that now is the time for his industry as a whole to sign up to the roll out of EDI in Ireland.

Following a successful proof of concept pilot project organised by the IHBMA, GS1 Ireland, the global standards body, and Atlas Products Ireland, Mr Copeland has written to all IHBMA members urging them to adopt an EDI solution by the end of 2008 to avoid significant administrative charges for handling paper invoices.

Most importantly, at a time when all organisations are looking to control costs, EDI is a proven cost saver.

Mr Copeland's letter says:

“This initiative is driven by a need to take a significant level of cost out of the supply chain and improve business practices.

“Benefits of EDI have been evident for a number of years in the retail sector, which operates almost entirely using EDI. The benefits include reduced processing costs which directly improve the bottom line, no handling of paper, no lost files, increased accuracy and the freeing up of staff to focus on core issues including sales.

EDI is a straightforward application with an initial expense, which will be recouped within a very short period of time. It provides businesses with the ability to exchange documents easily between partners without laborious time consuming and error prone movement and handling of paper.

A transaction that could take between five and eight days using paper now only takes minutes.

A common invoice and credit note message have already been agreed, and a purchase order message is well advanced with a significant trade sector grouping: Amalgamated Hardware, Associated Hardware, National Hardware, 4Home, Glanbia and Heiton Buckley. On the supplier side are Crown Paints, Irish Cement, Ronseal, Groundforce and Velux.

We feel that this is too good an opportunity for our industry to miss, especially at this time of great change within our sector.

We would strongly urge you to join with us in adopting this EDI process by contacting GS1 Ireland, Atlas Products Ireland or IHBMA offices for further information.

Atlas Products Ireland have developed and tested the methodology for DIY ecommerce and is our recommended EDI supplier.

The retail organisations involved are intending to go live with an EDI solution by the end of the current year, 2008. This will drive huge cost savings for both suppliers and retailers and will streamline all business practices.

This process is in everyone's interest and should be seen as a non-competitive issue. The advantage of this common approach is that one agreed set of messages will accommodate all trading partners, offering a one solution package.”

Front page news!

Meanwhile, the EDI initiative and GS1 Ireland's Jim Bracken were front page news on the cover of the latest edition of Irish Hardware magazine. An in depth feature looked in detail at the pilot project and rehearsed the business case for EDI in Ireland.

Greg Magrane from Atlas Products Ireland told the magazine:

“We understand that each business is unique and our role is to understand our customers' business dynamics and to identify data transmission solutions that meet those individual needs. The sooner you sign up, the quicker you can go live.”



nuBridges Protect explained

In our June edition we announced that Atlas has joined forces with nuBridges, the leading US-based data protection business.

Atlas Products is now promoting nuBridges Protect™, an advanced encryption and key management software solution, to businesses that want to comply with the Payment Card Industry Data Security Standard (PCI DSS) mandate and protect sensitive customer and employee personally identifiable information (PII) from theft or accidental loss while at rest in databases, applications and files.



EU and national directives that require companies to secure

databases containing names and addresses, along with growing pressure from VISA which is now fining UK merchants that have not yet complied with PCI DSS, is stimulating UK and European businesses to put into place additional security solutions and best practices.

Said Roy Hogsed, Executive Vice President of Sales for nuBridges:

“Public and private sector organisations in the UK and Europe are moving quickly to secure business and customer confidential data, whether to comply with the PCI DSS mandate or simply to prevent security breaches,



API is proficient in providing secure file transfer solutions to protect data in motion for some of the world's most

recognizable brands, including fashion designer Versace.

With more than 15 years of industry experience, they have the depth of knowledge and geographic breadth to represent nuBridges across Europe.

We're pleased to be working closely with this well-respected enterprise and look forward to helping more companies protect their most confidential information at rest and in transit.”

For customers using Atlas' secure Data eXchange (SDX), the world's most secure means of moving data from A to B, the combination of Atlas and the nuBridges Protect suite of products provides complete peace of mind that sensitive, commercially important, confidential, business critical information is now protected, both at rest and in transit. **For more details call 08700 501 033 or visit www.atlasproducts.com**

nuBridges Protect – a summary:

nuBridges Protect is an integrated encryption, key management and logging solution that protects data at rest in fields, files, databases and applications. Designed for rapid, audit-ready deployment, nuBridges Protect supports a broad range of enterprise platforms.

As organisations seek to protect sensitive data from malicious and accidental exposure, encryption has become an increasingly important weapon in the security arsenal for data at rest in databases, files and applications.

Encryption is a perfect companion to strong perimeter and firewall protection – even if criminals manage to get in, as long as the sensitive data is encrypted no matter where it rests, it will be useless to them.

Encryption is also one of the most important ways to protect against *internal* threats, which some estimates put as high as 73% of all breaches.

What many organisations are finding is that while encryption is not that difficult to achieve, managing the associated encryption keys across their life-cycle quickly becomes a problem that [1] creates a new set of security vulnerabilities and [2] introduces the risk that important data will be inaccessible to those who need it and are authorised to use it.

nuBridges Protect has a powerful key manager that enables you to control and protect access to the keys to assure that [1] keys don't get into the wrong hands and [2] keys are available when needed to unlock data today and in the future.

nuBridges Protect can be implemented quickly and without disruption – whether you're just beginning your encryption initiatives or replacing home-grown or incomplete solutions.

No matter what drives your encryption requirements – external mandates like PCI DSS, HIPAA, the European Union's data protection regulations, or internal mandates for best practices in data protection – nuBridges Protect is a complete encryption and key management solution.

Today nuBridges Protect guards sensitive information for many of the world's most prominent brands.

Unified key management

Key management may be the single most critical component of any company's encryption strategy. nuBridges Protect key management system makes managing keys across your enterprise painless. The nuBridges Protect Key Manager:

- Generates, distributes, rotates, revokes and deletes keys
- Automatically alerts you of expired keys
- Tracks an infinite amount of keys
- Encrypts fields and/or files before writing to electronic backup media
- Manages keys across disparate platforms and systems from a centralised system

Rapid, painless implementation

nuBridges Protect can be up and running in no time, so you can meet deadlines for external and internal mandates.

- No file layout or field size changes required; for example, encrypt a 16-digit credit card number without changing your pre-defined file layout
- No database downtime during encryption
- Encryption processes run in the background
- Allows high availability systems to remain active

Complete logging and auditing

Just as important as the encryption of data itself, proof of encryption and authorised access can make or break an audit.

nuBridges Protect:

- Records activity, by user and time, each instance credit card information is accessed
- Encrypts, secures, and hides audit logs to prevent tampering
- Dashboard reports a summary of all document activities
- Provides ability to drill-down to session details and file information

Platforms supported:

HP-UX, HP NonStop
IBM (z/OS, MVS, OS/390, System i, AIX, 4690, OS/2)
Linux
Solaris
Windows 2000, XP, Advanced Server 2003, Vista

Databases supported:

IBM (DB2, IMS, VSAM)
Oracle Database 9i/10g
Microsoft SQL Server

Electronic trading for Sage users – at the touch of a button or even automatically!

Atlas Products International is proud to be an accredited Sage developer of BASDA compliant systems with more than 400 Sage installations. This has enabled us to develop a series of fast, secure, efficient and cost effective electronic commerce products that sit alongside and integrate seamlessly with your Sage accountancy software.

Together the result is a dramatic streamlining of essential business processes and a real competitive advantage.

The Atlas Sage Series comprises:

- e50 for Sage Line 50
- eMMS for Sage Line MMS
- e100 for Sage Line 100
- e200 for Sage Line 200
- e500 for Sage Line 500

Key features of the Atlas Sage Series

Total integration

Atlas Sage Series products are totally integrated into your Sage package and activated by the touch of a button, the use of simple menus or even automatically.

Multi Network Connectivity

Atlas Sage Series products connect to all the major networks, such as BT, GXS Information Exchange, Tradanet, the internet or the Business Data Exchange, [BDX]. If you are not connected, we can arrange it all for you.

Speed

Our e50 server was benchmarked in a high volume live situation as processing 15,000 invoices an hour.

For one of our customers this volume was previously taking seven people two days of typing and produced all the natural errors that any manual system creates.

Atlas e50 also enabled one of our customers to handle its Monday morning avalanche of paper and faxes in just eight minutes totally error free.

Total automation

When we supply your software we include mapping to all your major customers. With server versions everything can be automated. Documents are sent and received at scheduled times or at particular events.

Keeping it simple

Remember all the confusing terms surrounding EDI? Message Standards, Versions, Variations, Networks? As an Atlas Sage Series user you won't care!

We supply pre-configured systems for all the major supermarkets, high street chains, retailers and wholesalers including Tesco, Sainsburys, Asda, Waitrose, Morrisons, John Lewis Partnership, Amazon, Teleordering, Currys, Homebase and many others...

Documents processed include orders, invoices, credits, delivery notes, ASNs, returns and acknowledgements.

Atlas Sage Series is ideal for businesses at all stages of their eCommerce journey

Atlas Sage Series for businesses not yet trading electronically

- If you are not yet enjoying the benefits of trading electronically, then Atlas Sage Series is the perfect entry point for your business
- It has a low entry cost, requires little staff training, and can be activated by the touch of one button

Atlas Sage Series for businesses struggling with electronic trading

- Do you already have EDI software that you are finding difficult to use?
- Switching to Atlas Sage Series will ensure anyone can activate your electronic trading with little training
- Atlas will supply your software with pre-mapped message sets for all your key trading partners

Atlas Sage Series for large organisations

- Has your eCommerce rollout slowed down or stalled?
- Are you meeting resistance at the lower level?
- Atlas Sage Series can help you achieve critical mass in trading electronically with all of your supply chain
- Sage's dominance of the SME sector means that almost all of your suppliers will be using Sage
- Due to its simplicity and low entry cost Atlas Sage Series is ideal for recommending to all of your trading partners, whatever their size or situation

DID YOU KNOW? Atlas also integrates with Exchequer, Geac, Great Plains, JBA, JD Edwards, Kerridge, Lakeview, MFG Pro, Navision, Oracle, Pegasus, Sage, SAP... and many more.



**UK families put
on fraud alert** BBC

**Bank loses
customers'
data disc** BBC

**Lost records
fiasco**

Daily Telegraph

**Building Society fined for
information security lapses**

Financial Services Authority

**Personal data
of 600,000
on lost laptop**
Times online

**Millions of
UK L-drivers'
details lost**

BBC

**Want to avoid all of this?
Keep your reputation intact!**

Call Atlas Products International now
for details of our secure data product portfolio.

08700 501 033

www.atlasproducts.com